

Message Text

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SUBJECT: NEW YORK TIMES ARTICLE ON US-GDR TRADE
AGREEMENTS

1. JUNE 26 NEW YORK TIMES CARRIED ARTICLE "TRADE
AGREEMENTS SIGNED BY US AND EAST GERMANY", TEXT OF WHICH
FOLLOWS:

BEGIN TEXT:

THE UNITED STATES CONCLUDED NEW ACCORDS THIS MONTH ON
TRADE AND ECONOMIC RELATIONS WITH EAST GERMANY WHICH
IS LISTED AS NINTH AMONG THE WORLD'S MOST PRODUCTIVE
INDUSTRIAL COUNTRIES.

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THE EMPHASIS IN THE AGREEMENTS, SIGNED JUNE 16, IS ON
PETROCHEMICALS, ELECTRONICS, MACHINE TOOLS, OPTICS AND
FOODSTUFFS, ALL AREAS IN WHICH EAST GERMANY IS A LEADING
PRODUCER.

DESPITE EAST GERMANY'S PROMINENT POSITION AMONG
INDUSTRIALIZED NATIONS, ITS VOLUME OF TRADE WITH THE UNITED

STATES RANKS BEHIND ALL OTHER EAST EUROPEAN COUNTRIES.
THIS IS ATTRIBUTABLE TO THE RELATIVE NEWNESS OF DIPLOMATIC
RELATIONS BETWEEN THE TWO COUNTRIES, WHICH WERE ESTABLISHED
IN 1974.

THE NEW AGREEMENTS ESTABLISHED JOINT TRADE AND ECONOMIC
COUNCILS WITH GOVERNMENT REPRESENTATIVES ON THE EAST
GERMAN SIDE AND PRIVATE BUSINESSMEN ON THE AMERICAN SIDE.
DR. GERHARD BEIL, DEPUTY MINISTER OF FOREIGN TRADE, CAME
HERE TO CONCLUDE THE PACTS.

HIS UNITED STATES COUNTERPART WAS JEROME OTTMAR, PRESIDENT
OF AMTEL INC., A DIVERSIFIED CONCERN BASED IN PROVIDENCE,
R.I. DR. BEIL AND MR. OTTMAR BECAME COCHAIRMAN OF THE
COMMITTEE SUPERVISING THE TWO COUNCILS.

IN A SPEECH MARKING THE ESTABLISHMENT OF THE COUNCILS,
DR. BEIL OBSERVED THAT EAST GERMANY'S FOREIGN TRADE WITH
WESTERN COUNTRIES AMOUNTED TO \$6.5 BILLION LAST YEAR, BUT
ADDED THAT THE UNITED STATES COMPONENT OF THAT VOLUME

REPRESENTED LESS THAN ONE PERCENT.

A LARGE PROPORTION OF THE EAST GERMAN-UNITED STATES TRADE,
HE CONTINUED, WAS MADE UP BY HIS OWN COUNTRY'S FEED
GRAIN IMPORTS, UNDER AN AGREEMENT CONCLUDED LAST YEAR TO
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SUPPLY EAST GERMANY'S GROWING BEEF CATTLE PRODUCTION. END
TEXT

2. ARTICLE, WHICH IS BASED UPON THE RESULTS OF THE
RECENT SESSION OF US-GDR TRADE AND ECONOMIC COUNCIL,
UNFORTUNATELY GIVES THE IMPRESSION THAT INTERGOVERNMENTAL
AGREEMENTS WERE CONCLUDED. SINCE THIS IS NOT THE CASE,
DEPARTMENT WILL RESPOND TO ANY INQUIRIES ON THE ARTICLE
BY EMPHASIZING THE PRIVATE NATURE OF THE COUNCIL AND BY
POINTING OUT THAT NO GOVERNMENTAL TRADE AGREEMENTS HAVE
BEEN CONCLUDED. VANCE

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